



CAR RENTAL INDUSTRY PRESENTATION

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THE U.S. GOVERNMENT CAR RENTAL PROGRAM



- PAST-

- **The initial car rental program was under GSA....**
 - **Rates were provided based on a % discount off of RAC**
 - **Initially this Fleet Program was supplemented by car rental vendors**
 - **LDW was not included**
 - **Unlimited Mileage was not included**
 - **Competition was limited - a few car rental companies received most of the business. Small businesses were unable to compete in many cases**



THE U.S. GOVERNMENT CAR RENTAL PROGRAM



- PAST-

- **The Car rental program under GSA....**
 - **Liability (25K/100K/300K) was not inclusive for government renters**
 - **When the contracted vendors were out of vehicles, government travelers were forced to rent from non-contracted car rental companies- often paying at a premium**
 - **Government travelers were unable to take advantage when lower rates were offered by non-contracted vendors**



THE U.S. GOVERNMENT CAR RENTAL PROGRAM



- PAST-

- **As time progressed.....**
 - **Availability problems increased to higher levels for government travelers due to limited vendor participation**
 - **While travelers were required to rent from contracted vendors, the limited resources of the contracted vendors often led to poor service and lack of availability due to closed out government rates**



THE U.S. GOVERNMENT CAR RENTAL PROGRAM



- PAST-

- **As time progressed.....**
 - **The U.S. Government Car Rental Program wasn't effectively working for travelers, GSA, or the car rental vendors.**
 - **At this point the program was transferred from GSA to MTMC.....**



THE U.S. GOVERNMENT CAR RENTAL PROGRAM



- PAST-

- **MTMC involvement...**
 - Began by leveraging buying power to develop a program which represented the total government car rental expenditure
 - MTMC involved numerous car rental companies under one blanket agreement
 - Over time, MTMC partnered with the car rental industry to grow the program from its infancy stages to its current status ..
 - Implemented Government Administrative Rate Supplement (GARS) in order to preserve the integrity of the program worldwide.

-PRESENT-

**The U.S. Car Rental Agreement Under
MTMC, Now SDDC**

**A WIN-WIN-WIN
PARTNERSHIP**



A WIN-WIN-WIN PARTNERSHIP



- **MOST IMPORTANTLY - A WIN FOR GOVERNMENT TRAVELERS**
 - Improved quality, service, availability, value added amenities and competitive rates effectively supporting mission goals
 - Overall improvement in the industry's perception of government travelers



A WIN-WIN-WIN PARTNERSHIP



- **A WIN FOR SDDC**
 - **An effective, manageable program that should be recognized for its success**
 - **Leveraged buying power**
 - **Competitive rates with a ceiling**
 - **Last car availability**
 - **Free LDW/CDW (Up to \$21 in Value)**



A WIN-WIN-WIN PARTNERSHIP



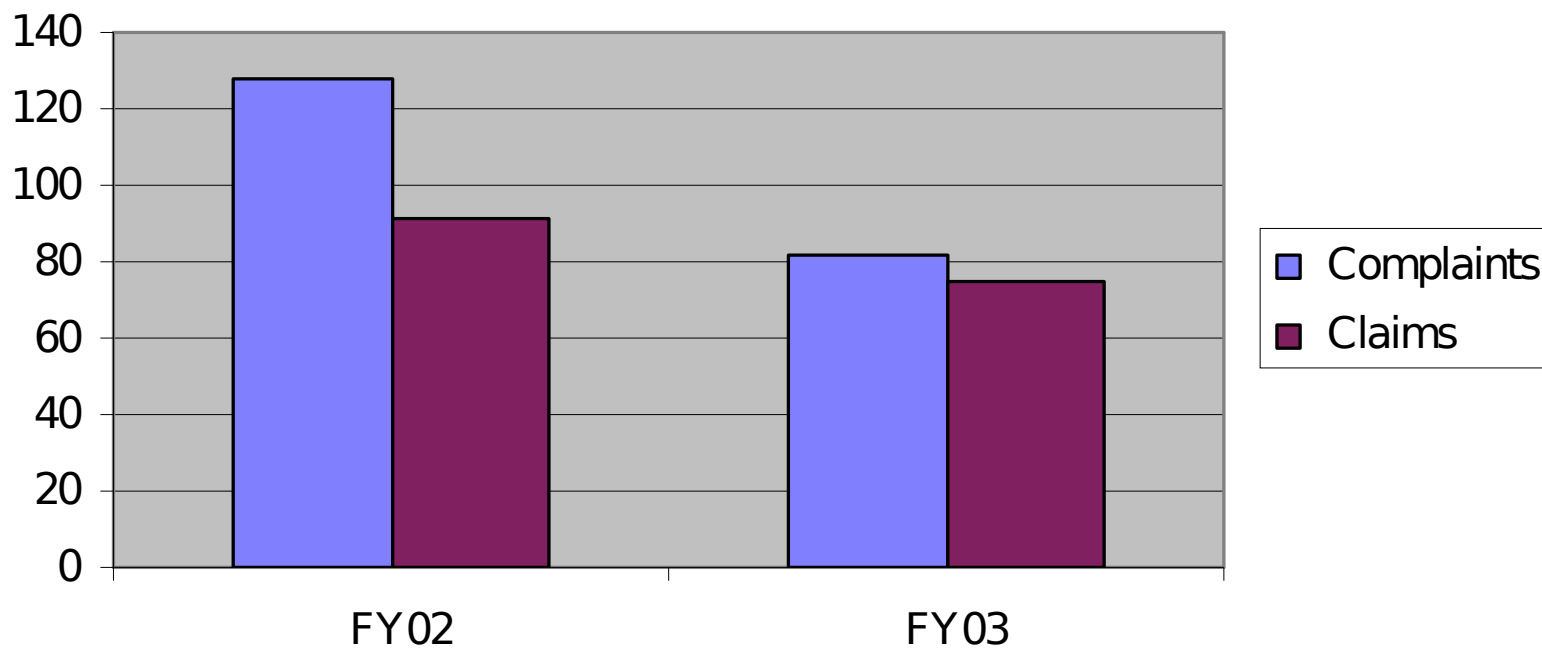
- **A WIN FOR SDDC**
 - Increased service levels
 - Supply is greater than demand
 - Allows for renters under the age of 25 (not readily offered to corporate accounts)
 - Increased transactions while reducing complaints



A WIN-WIN-WIN PARTNERSHIP

- **A WIN FOR SDDC**

Car Rental Industry





A WIN-WIN-WIN PARTNERSHIP



- **A WIN FOR SDDC**
 - **Unlimited mileage**
 - **Added Values**
 - **Liability coverage**
 - **Upgrades**
 - **LDW/CDW**



A WIN-WIN-WIN PARTNERSHIP



- **A WIN FOR THE INDUSTRY**
 - A program where all participants compete on a level playing field
 - A proven relationship and partnership with SDDC, formerly MTMC, that focuses on our customer - The Government Traveler



A WIN-WIN-WIN PARTNERSHIP



- **A WIN FOR THE INDUSTRY**
 - **Increased control of utilization**
 - **Honor of serving the U.S. Government by providing a cost cutting program without sacrificing value/quality**



CONCLUSION



**BASED ON THE AFOREMENTIONED,
IT IS CLEAR THAT SDDC'S PARTNERSHIP WITH
THE INDUSTRY HAS PROVEN TO BE SUCCESSFUL
UNDER THE CURRENT COMPETITIVE
LANDSCAPE.**